Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W
----------006455 301113Z /10
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FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC 757
USDOC WASHDC

UNCLAS THE HAGUE 3347

STATE ALSO PASS TO EB/OCA JAMES REILLY, AND EUR
USDOC FOR PETER FIELD OIM/BIC/DIBA

E.O. 11652: NA
TAGS: BEXP AFSP PER NL
SUBJECT: THE NETHERLANDS FY-78 COUNTRY COMMERCIAL PROGRAM AND CURRENT PERSONNEL VACANCIES

REF: (A) WASHINGTON FY-78 CCP DRAFT 5N (B) THE HAGUE 0750

1. WE ARE GRATIFIED THAT WASHINGTON HAS ACCEPTED ALL OUR PROPOSALS RE THE FY-78 COUNTRY COMMERCIAL PROGRAM (CCP) AS SUBMITTED IN REF B. THESE WERE BASED ON OUR POLICY TO MAXIMIZE OUR EFFORTS ON INITIATIVE ACTIVITIES IN OUR COUNTRY WIDE COMMERCIAL PROGRAM, WHILE FULLY COVERING THE ROUTINE REQUIREMENTS. SINCE THE NETHERLANDS LENDS ITSLEF VERY WELL TO IT, WE HAVE INCORPORATED IN THE CCP A VERY LARGE PAERCENTAGE OF OUR TOTAL COMMERCIAL EFFORTS. THIS HAS MET WITH THE APPROVAL OF WASHINGTON.

2. AS A RESULT OF THE THOROUGH CONSULTATIONS WITH THE VISITING STATE/COMMERCE TEAM, JUNE 22-25, THE ACTIVITIES AND THE TEXT OF THE FY-78 CCP FOR THE NETHERLANDS WERE APPROVED BY ALL CONCERNED. HOWEVER, THE TEAM AND THE EMBASSY AGREED TO SUBMIT TO WASHINGTON THE FULL PROGRAM AS OUTLINED IN REFS A AND B (BASED ON THE CURRENT TOTAL E/C COMPLIMENT IN THE HAGUE,
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AMSTERDAM AND ROTTERDAM OF 27) AND AN ALTERNATIVE PROGRAM ELIMINATING A PRIORITY CAMPAIGN AND FOUR OTHER SPECIAL PSOT EFFORT ACTIVITIES, AS WELL AS REDUCING THE NUMBER OF WORK DAYS ALLOCATED TO INITIATIVE ACTIVITIES (BASED ON A TOTAL E/C COMPLIMENT FOR THE THREE NETHERLANDS POSTS OF 24 ONLY).

3. THERE ARE NOW THREE VACANCIES IN THE EMBASSY'S

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COMMERCIAL SECTION: ONE FSO, ONE FSL/P AND ONE FSL/C -- OR
30 PERCENT OF THE CURRENT COMPLEMENT. ACCORDING TO DEPARTMENT
PLANS THE FSO POSITION IS TO BE ABOLISHED AT THE TIME OF THE
DEPARTURE OF THE INCUMBENT IN SEPTEMBER. THE DEPARTMENT HAS
NOT REPEAT NOT GIVEN US THE REQUESTED AUTHORIZATION TO FILL
THE TWO KEY FSL VACANCIES WHICH RESULTED FROM RESIGNATIONS
IN MAY. WE WERE ALSO GIVEN TO UNDERSTAND THAT THE TIMING OF
SUCH AUTHORIZATION WAS UNCERTAIN.

4. UNDER THESE CONDITIONS, WE HAVE HAD NO OTHER CHOICE BUT TO
ANTICIPATE THE POSSIBLE REDUCTION OF HIGHLY-PRODUCTIVE
COMMERCIAL ACTIVITIES SINCE OUR LEAN PERSONNEL
COMPLEMENT COULD NOT PERMIT THE REST OF THE STAFF TO ABSORG
THE WORK OF THE THREE PREVIOUS INCUMBENTS. THIS IS BECAUSE
IT IS NOT POSSIBLE TO TAKE WORK DAYS AWAY FROM THE ROUTINE
ACTIVITIES, WHICH WE DO NOT COMPLETELY CONTROL AND TO WHICH
WE HAVE ALREADY BEEN DEVOTING THE MINIMUM POSSIBLE PERSONNEL
ASSETS AFTER STREAMLING THESE ACTIVITIES. THAT IS WHY
THE AREAS WHERE CUTS HAD TO BE MADE WERE THE INITIATIVE
ACTIVITIES.

5. TO BE CANDID, WE MUST STRESS THAT THE REDUCTION OF OUR
TRADE PROMOTION WORK WILL NOT BE LIMITED TO THE ACTIVITIES
IDENTIFIED IN THE CCP. IT WILL ADVERSELY AFFECT OUR ENTIRE
COMMERCIAL PROGRAM IN THE NETHERLANDS A COUNTRY WHICH IS
THE SIXTH LARGEST CUSTOMER IN THE WORLD OF US EXPORTS
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($4.6 BILLION IN 1976); WHICH GENERATES THE HIGHEST FOREIGN
TRADE SUPLUS IN FAVOR OF THE US ($3.5 BILLION IN 1976);
WHICH IS THE THRID LARGEST FOREIGN INVESTOR IN THE US
(WITH NEW INVESTMENTS HAVING A BOOK VALUE OF $810 MILLION
DURING 1975 ALONE, THE LATEST YEAR ON WHICH WE HAVE DATA);
IN WHICH TOTAL INVESTMENTS BY OVER ONE THOUSAND RESIDENT
AMERICAN COMPANIES ARE THE HIGHEST OF ANY FOREIGN NATION;
AND A COUNTRY THAT OFFERS SIZEABLE OPPORTUNITIES FOR US
EXPORT EXPANSION AND REVERSE INVESTMENT.

6. OF COURSE, WE WILL BE GLAD NOT ONLY TO RESTORE THE
CANCELLED CCP ACTIVITIES, BUT TO CONTINUE THE HIGH LEVEL OF
OUR EFFORTS IN THE COMMERCIAL FIELD, PROVIDED WE ARE
AUTHORIZED TO FILL THESE VACANCIES.

7. ACTION REQUESTED. WE HOPE THE DEPARTMENT WILL URGENTLY
REVIEW THE SITUATION AND AUTHORIZE THE FILLING OF THE
VACANCIES. WE WOULD APPRECIATE BEING INFORMED OF THE RESULTS
BY CABLE.
MCCLOSKEY

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Disposition Approved on Date:
Disposition Case Number: n/a
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